

**USD Continuing Education**

Certificate in Real Estate Finance, Investments and Development offered by the Burnham-Moores Center for Real Estate and the Office of Corporate & Professional Education

**Introduction and Opportunities in Mexican Real Estate**

taught by Jean -Paul de Kervor, MBA

**Course Description**

This course is for students, practitioners, managers, investors and entrepreneurs interested in dealing in Mexican real estate. Participants will learn the differences between US and Mexican ethical, legal, financial and economic issues. Top industry guest speakers will address specific markets such as affordable housing (government subsidized housing), luxury residential, commercial, tourism and industrial development as well as investment opportunities.

**Highlights:**

- Students will learn about of foreign ownership rules. As well as basic geography including infrastructure.
- Finance in Mexico as it differs from the US including the Mexican banks, REITS and joint ventures.
- Legal, tax and repatriation issues.
- Demographics and market issues.
- Our panel of market experts will discuss analysis of industrial, residential, and tourist markets.
- The development process, including financing and income analysis.
- Cross cultural and environmental trends.

**Guest Speakers:****Cultural and Legal Background**


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**Alejandro Castaneda** Cross-Cultural Business As It Pertains To Real Estate  
Business Development - Latin America  
University of San Diego

**John McNeece III** Legal Aspects & Tax Issues  
Partner  
Luce Forward\ Hamilton + Scripps

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**Title, Finance and Tax Issues, Demographics**


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**James Roberson** Financing  
EMexicomortgage

**Luis Palacios** Title Issues  
Business Development Manager  
Stewart Title Baja S.A. de C.V.

## MIXER - Appetizers & Refreshments

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### Comparative Markets Panel

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<b>Lorenzo Berho</b> Company Administrator VESTA	Industrial Market in Mexico
<b>Gustavo Torres</b> Broker RE/MAX Baja Realty	Tourism & Residential Market - Rosarito
<b>Armando Olea</b> and <b>Victor Rodriguez</b> , Developer DIMAC Sea of Cortez Developing Group	Tourism & Infrastructure in the Sea of Cortez
<b>Carlos Peraza</b> Urbi Desarrollos Urbanos, S.A.B de C.V.	Affordable (Social) Housing
<b>Antonio Zazueta</b> Merging Market Director Grupo LAGZA	Luxury Residential Market

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### Development Process

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<b>Gary London</b> President The London Group	Development Process Future trends Green Technology Comprehensive Test
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last updated: April 24, 2008